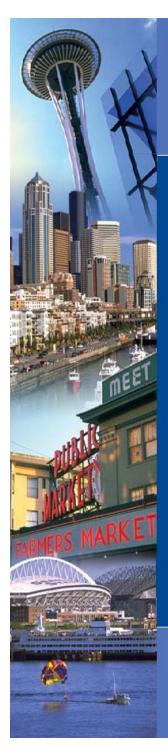






7 ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE
CONVENTION AND TRADE CENTER



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Lawrence Berkeley National Laboratory

Small Business Contracting Opportunities

Ron Ball
Manager
Small Business & Supplier Management Office







- LBNL has a forecasted spend of approximately \$162M(FY 06)
- Acquisitions are wide-ranging.
- Commercial products, general services, computers, scientific and laboratory equipment, construction, electrical, electronic, fabrications, and professional services.



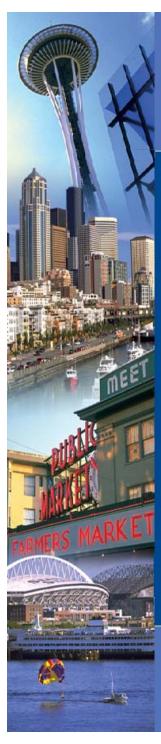




- LBNL is committed to maximizing small business participation in contracting.
- The Small Business Office assists in increasing LBNL's small business performance by both outreach and inreach.
- It is in our best interest to develop valued and professional partnership with suppliers.







- Utilization of various sources for the identification of small business
- Attending Small Business Opportunity Workshops, Seminars, Trade Fairs, Procurement Conferences
- Maintain an informative Small Business Office website
- Retain active memberships and liaisons in various socioeconomic organizations







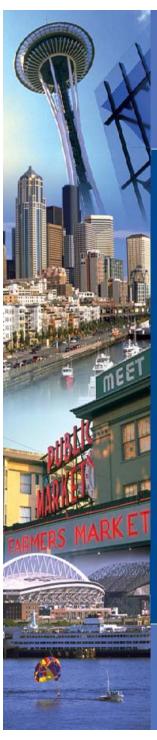
Outreach

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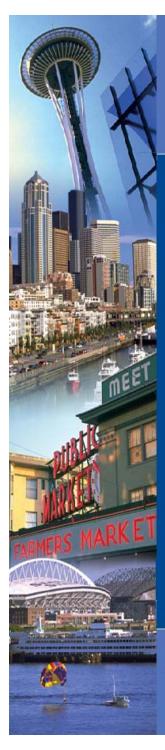
Inreach

- Small business set-aside program
- Strategic Sourcing Program
- Engage in special initiatives to increase small business participation
- Training of purchasing and technical personnel regarding the intent and impact of Small Business Program





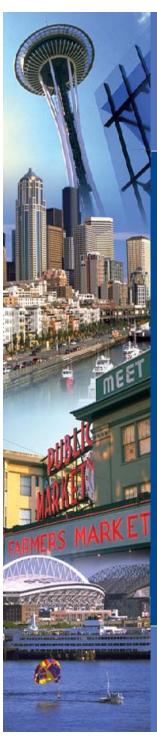




- Options for initiating contact at the Lab
 - Subcontract Administrator (SA)
 - Small Business Office
 - Schedule visit to the Lab
 - Send literature to SA or End Users or
 - > All the above



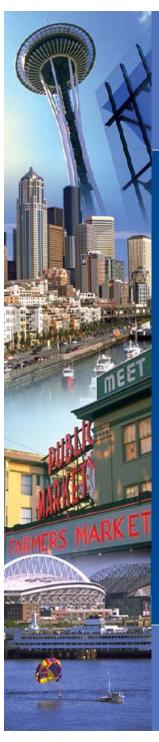




- Potential suppliers should maintain constant contact with the Lab to:
 - Assure maximum exposure and visibility
 - Increase supplier opportunities
 - Demonstrate products
 - Provide samples







- To serve the best interest of the Laboratory, We:
 - > Strive to maximum value for each dollar spent
 - Consider quality, price, and delivery
 - Demand honesty in sales representations
 - Regard each transaction on its own merit
 - Grant all competitive vendors equal consideration







Current Opportunities

NAICS Code	Description	Estimated Value
236220	Construction - Bldg. 48 Seismic upgrade	\$100K - \$500K
541330	Engineering / Construction Test Services	\$100K - \$500K
238210	Electrical Contractor Electrical upgrade at Oakland Scientific Facility	\$100K - \$500K
562111,562920	Waste Handling Removal/Recycling	\$00K-500K
561710	Pest Control Services	\$25K - \$50K
423490,421490	Lab Supplies & Equipment Strategic Sourcing-eCommerce Required	\$250K+
236220	Blackberry Gate Improvement Project	\$250 - \$500K
334513	Vacuum Products-Strategic Sourcing- eCommerce Required	\$250K +
TBD	Seismic Retrofit Bldg. 50 & 74	\$1M - \$5M

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Current Opportunities (Continued)

NAICS Code	Description	Estimated Value
424690	Industrial Gases Strategic Sourcing-eCommerce Required	\$250K +
423430	Dell Computers Strategic Sourcing-eCommerce Required	\$500K +
421430	IT Networking Equipment Strategic Sourcing-eCommerce Required	\$500K-\$900K
236220	Construction Building 77	\$5M -\$10M
23220,236220	Construction – User Support Building	\$40M +
454311,422720	Fuel/ Lubricate	\$50K
812320	Laundry Service for Cleaning of Lab coats	\$50K +
	overalls, towels, etc.	
	Laboratory wide	

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